

EXCEL Hearing Solutions

105 N. First St., ♦ P.O. Box 586 ♦ DeKalb, IL 60115 ♦ (800) 962-0745



Catherine & Jim Hovis

5008 '00 MAR 21

OVER ***Your Rights are in Danger
And Only You can Protect Them***

Dear Excel Customer,

Your right to purchase hearing aids by mail is threatened by audiologists who want to force you to see them or doctors first. Currently you have free choice and are protected by money-back guarantees. Audiologists tried to take away your rights in 1975 and failed. The FDA ruled that it saw no abuses. They tried again in 1993 and failed. Thousands of consumers wrote to the FDA and the proposed regulation was tabled.

Now, the FDA has a new commissioner. She was not on board when audiologists tried before to take away your rights. This time they are closer than ever to succeeding.

How would this affect you? If you have the money to pay for an exam and hearing test, you may not be affected. If you are not handicapped or disabled and are easily able to reach your doctor, you may not be affected. If you have the time to wait to see your doctor and if you have a doctor near you, you may not be affected. If you do not mind the government deciding what is in your best interest, you may not be affected. However, if any of these are a concern to you, you *will* be affected!

Forcing customers to always have a medical exam or hearing test will force Excel out of business. You will be forced to purchase hearing aids costing more than twice our price. And why? This regulation is being pushed by doctors in spite of the fact that leading industry analysts have proven that Excel Customers are more satisfied with their service and product than are the customers of traditional retail dealers!

We are excited about new products you can try this year. For the first time you can test a new line of soft hearing aids. You can also get the best pricing on Premium Zinc Air batteries, thanks to our getting special price consideration on high quality Swiss-Made Renata batteries. Information about both is included.

If you want to test hearing products as you wish, please write to the FDA and tell them your views. You can send us your letter and we will forward it to the FDA commissioner. We will also copy it for several state and federal representatives. Or if you prefer, you can send your letter directly to the head of the FDA yourself, Ms. Jane Henney, MD, Commissioner Food and Drug Administration, 5600 Fishers Lane, Rockville MD 20857.

Sincerely,

Jim & Catherine

Jim and Catherine Hovis

93N-0372
OVER

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FEB 28-00

MS JANE HENNEY

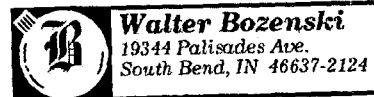
I RECIEVED THIS LETTER IN THE MAIL AND I AM DEEPLY DISTURBED ABOUT IT.

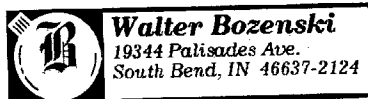
I HAVE HAD EXPENSIVE HEARING AIDS AND IVE HAD CHEAP ONES AND I DONT SEE ONE IOTA OF DIFFERENCE BETWEEN THE TWO, TO ME THE ONLY DIFFERENCE IS THE SHAKING YOU GET WHEN YOU BUY THE EXPENSIVE ONES.

PLEASE REPLY! AND I'M HOPING YOU TELL ME THIS IS NOT TRUE, OR HAVE WE COMPLETELY LOST OUR FREEDOM WHILE LIVING IN A FREE COUNTRY.

IF IT IS TRUE YOU CAN BET YOUR LIFE I AM GOING FIGHT THIS WITH EVERYTHING I HAVE

Sincerely
Walter Bozenski





MS. JANE HENNEY MD
COMMISSIONER F.D.A
5600 FISHERS LANE
ROCKVILLE MD 20857

